

# Government Contracting . . .

And Your Small Business

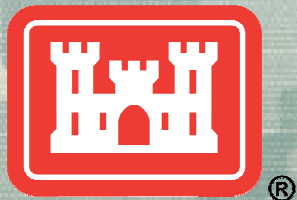
## Louisville District Corps of Engineers

**Lewis Graham**

Project Manager Forward

Fort Knox Kentucky

March 23, 2011



# Agenda

- Who We Are
- Overview of LRL Programs
- Civil Works Program Project Highlights, History, & Outlook
- Military Program Project Highlights, History, & Outlook
- Small Business
- Contracts: Doing Business with LRL
- Questions/Discussion



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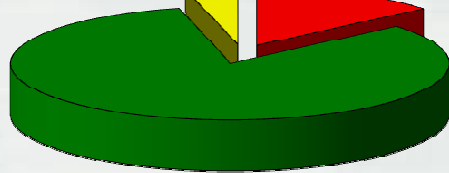
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## FY 11 Louisville District Programs

**\$47.7M**  
(4.49%)

**\$215.3M**  
(20.26%)

■ Civil  
■ Military  
■ Envir

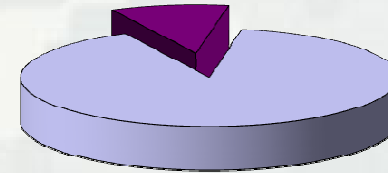


**\$799.9M**  
(75.25%)

**Total District Business - \$1.06B**

## FY 11 Military Program

**BRAC**  
**3**  
**Projects**  
**\$73M**  
(9%)



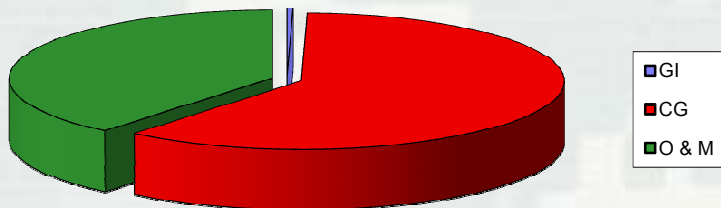
**MILCON**  
**49 Projects**  
**\$726.9M**  
(91%)

**Total Military Program: \$799.9M**

## FY 11 Civil Works Program

**O & M \$72.4M**  
(33.63%)

**GI**  
**\$500K (0.23%)**

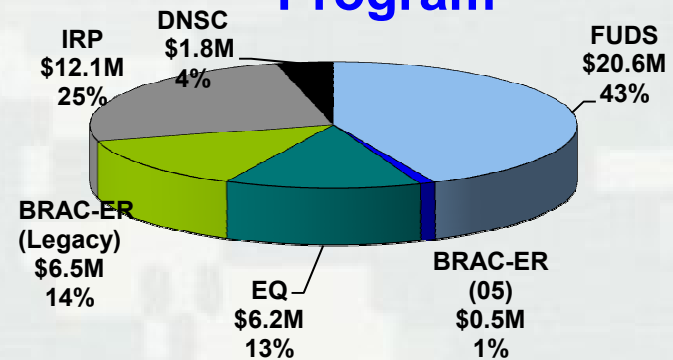


**CG**

**\$142.4M (66.14%)**

**Total Civil Works Program: \$215.3M**

## FY 11 Military Environmental Program



**Total Military**  
**Environmental Program:**  
**\$47.7M**

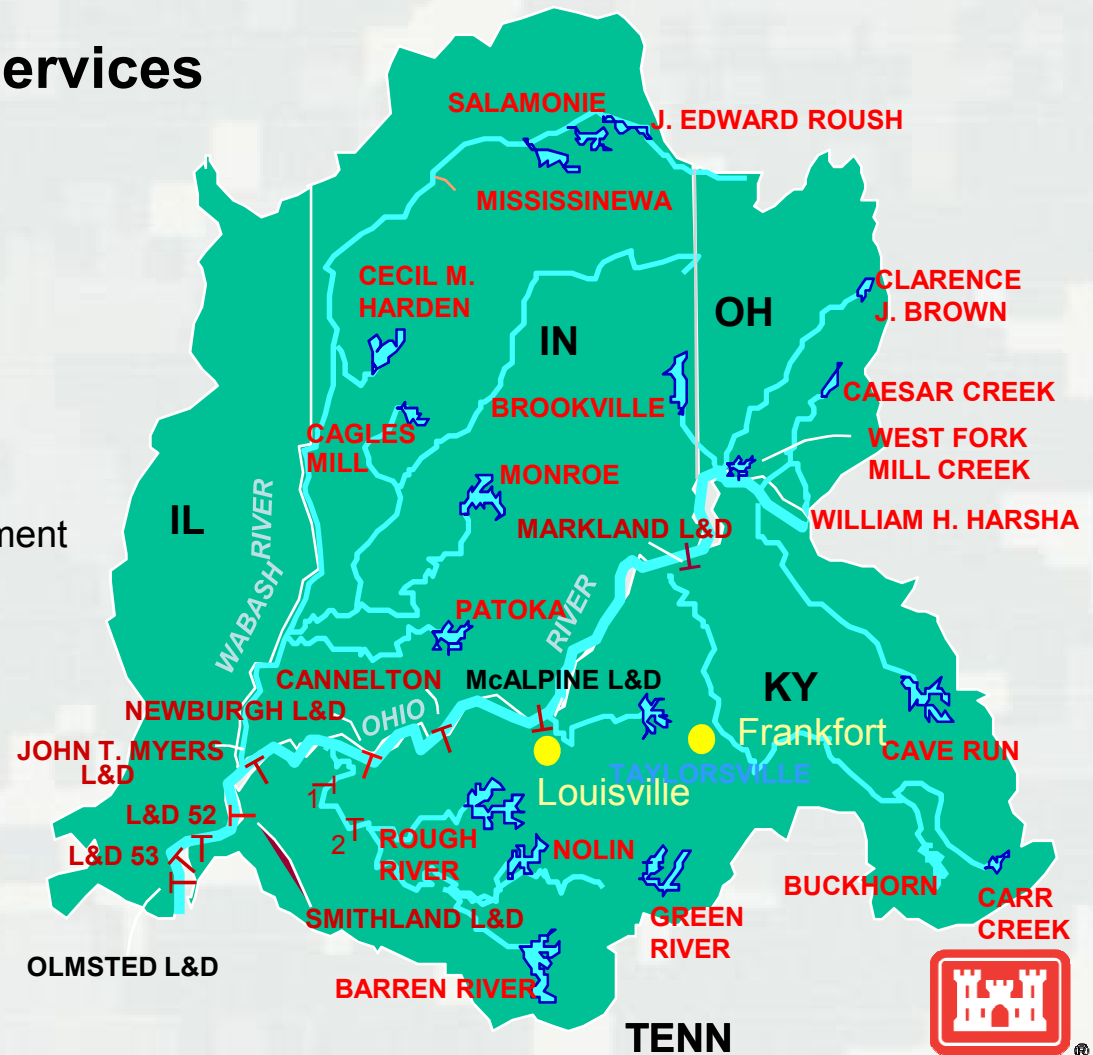


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# Civil Program

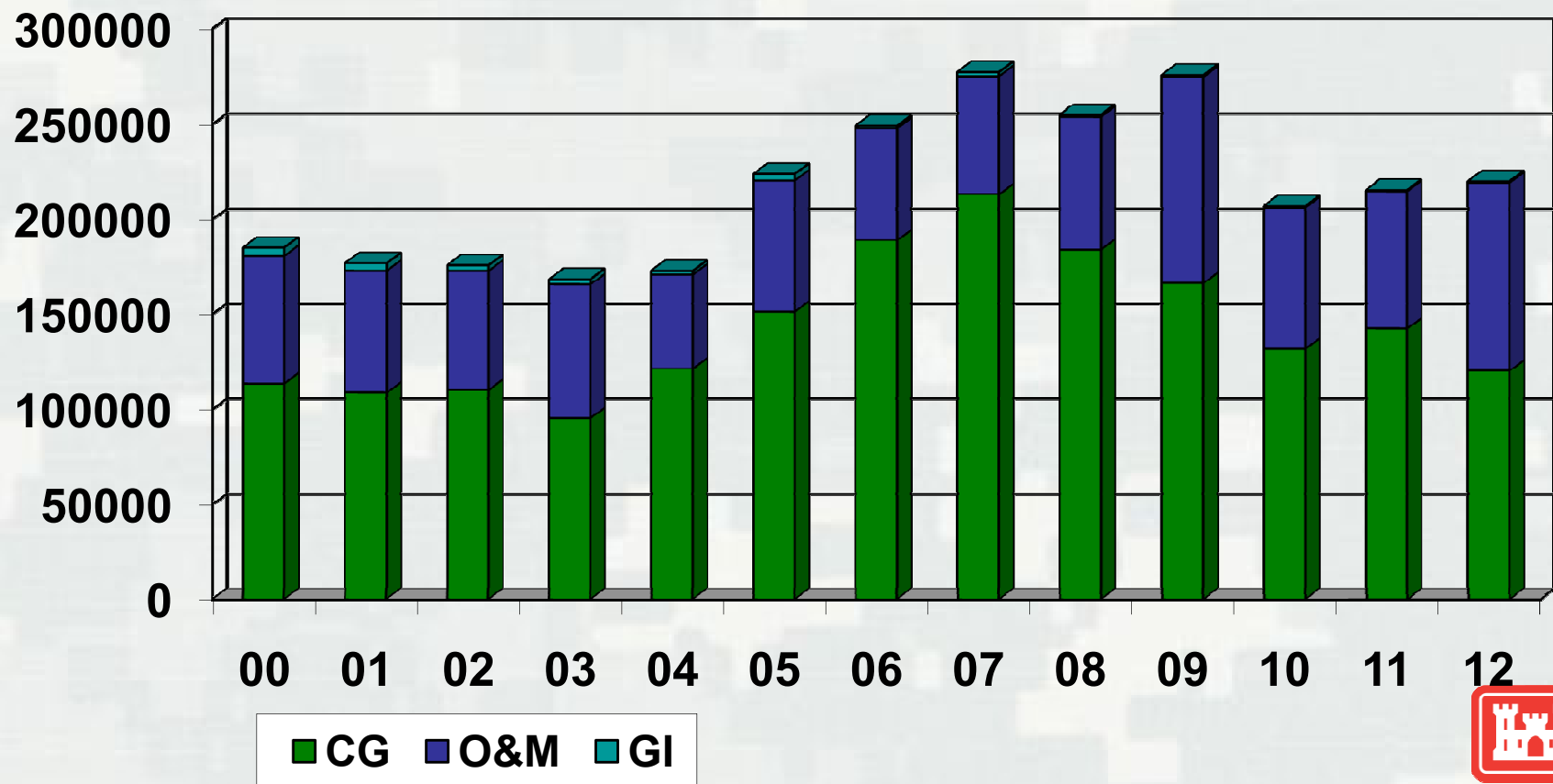
The primary civil works services we provide include:

- Flood Damage Reduction
- Navigation
- Regulatory Activities
- Water Supply
- Water Quality
- Hydropower
- Environmental Conservation & Enhancement
- Recreation
- Emergency Response



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# History and Outlook of the LRL Civil Works Program



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# Olmsted Locks & Dam



**Cost \$2.1 Billion**

**50% Federal**

**50% Inland Waterways Trust Fund**

**Operational in 2016**

**Benefit Cost Ratio @ 7% 11.3 to 1**

**Average Annual Benefits = \$488 M**

**Replace Locks & Dams 52 & 53**

**Hub of the Inland Navigation System**

**2009 Data**

**L&D 52 = 80M tons & L&D 53 = 68M tons**

**11,000 Trucks per Day**



# Military Program

## Military Installations

Kentucky, Indiana, Illinois,  
Ohio, Michigan

306,000 Square Miles

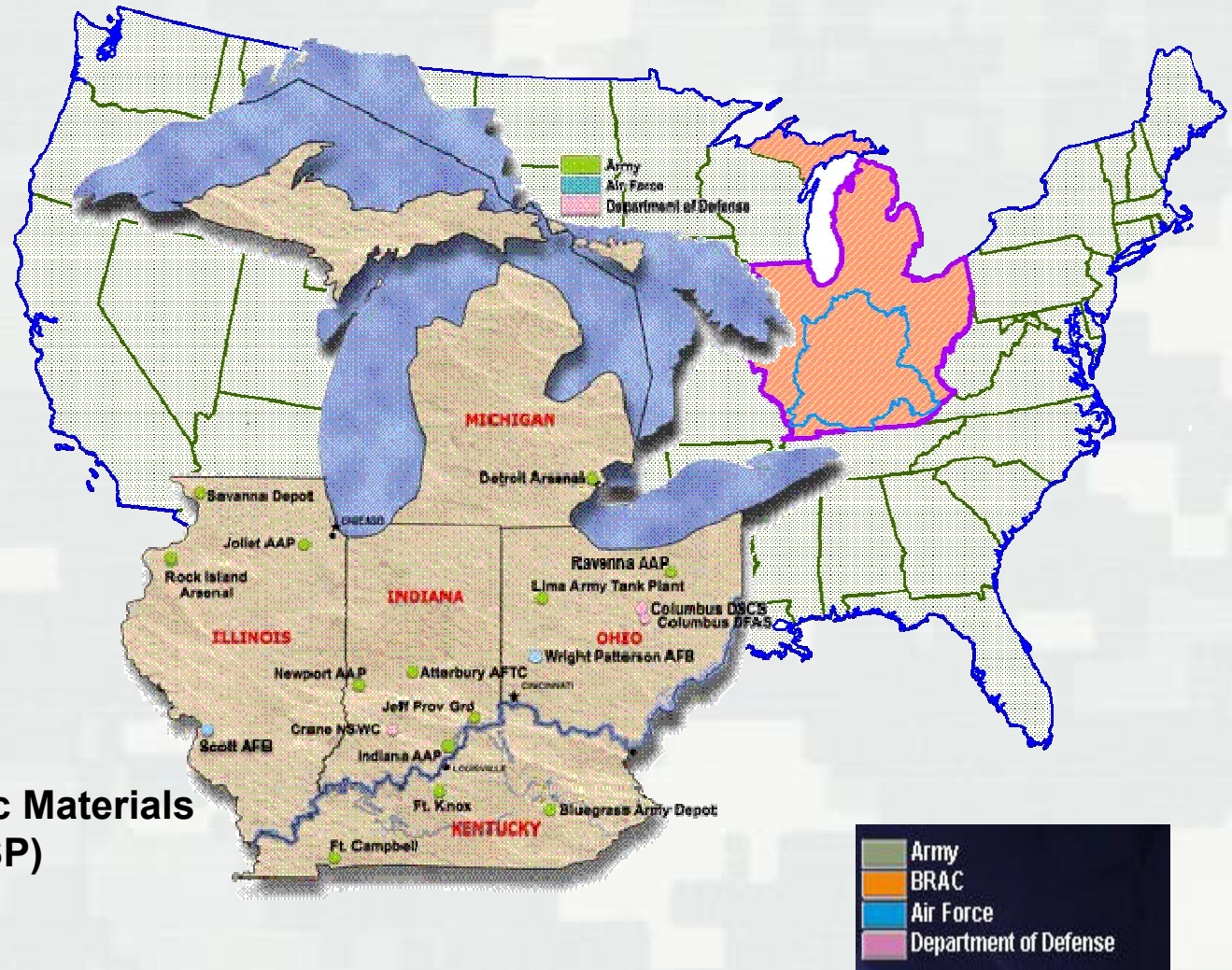
7 Army

6 BRAC

5 Air Force

3 DOD

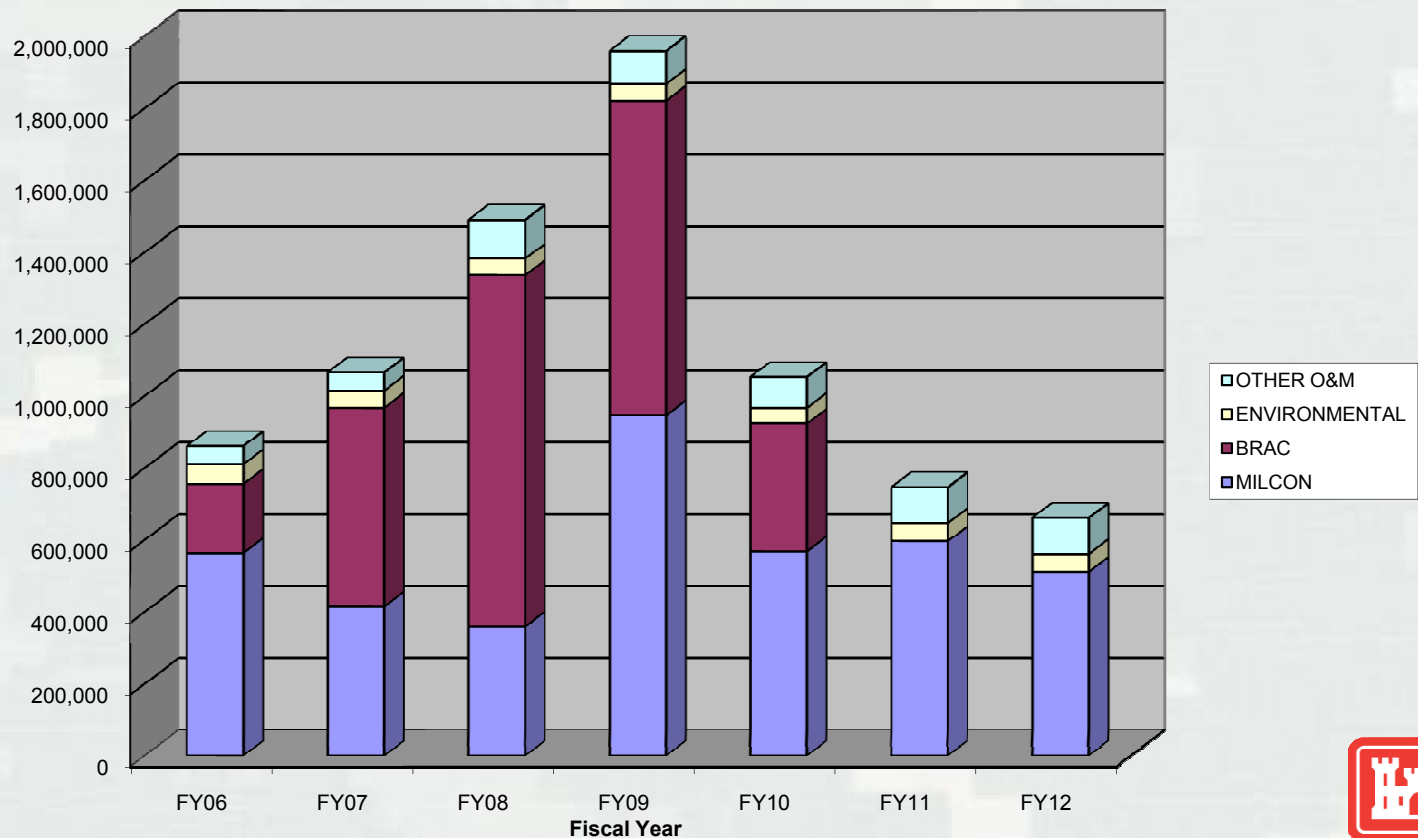
- National PM USAR
- National PM USAFR
- National PM DLA Strategic Materials  
(Formerly National PM DNSP)



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# History and Outlook of the LRL Military Program

FY06-10 TOTAL MILITARY PROGRAM (CWE's in \$000)



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# USACE LRL BRAC Projects





The map illustrates the locations of US Army Reserve BRAC Projects across the United States. The projects are distributed across various states, with a higher concentration in the Northeast and Midwest. The map uses a color-coded system to identify the projects: red dots for active projects, blue dots for projects under construction, and green dots for projects that have been closed. The map also shows major cities, states, and geographical features like rivers and lakes.

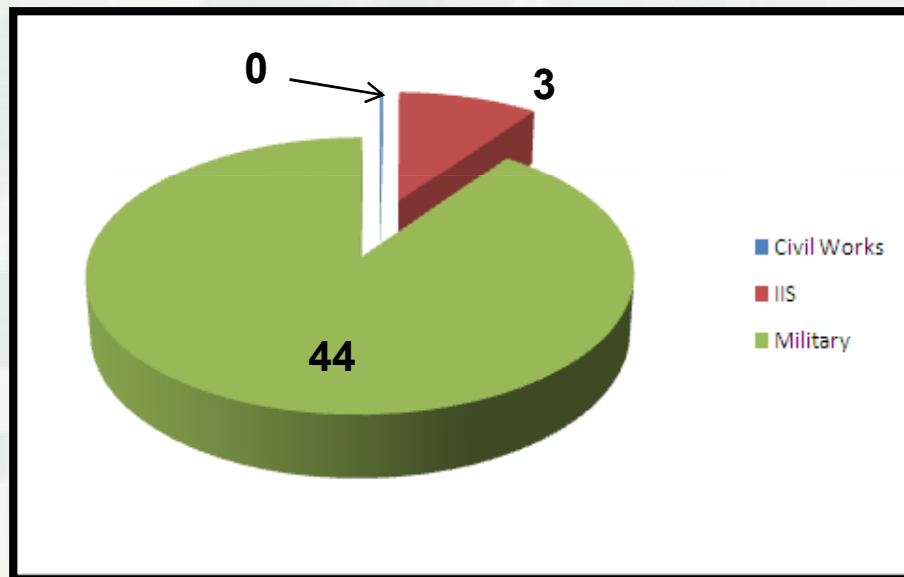
US Army Reserve BRAC Projects

Locations marked on the map include:

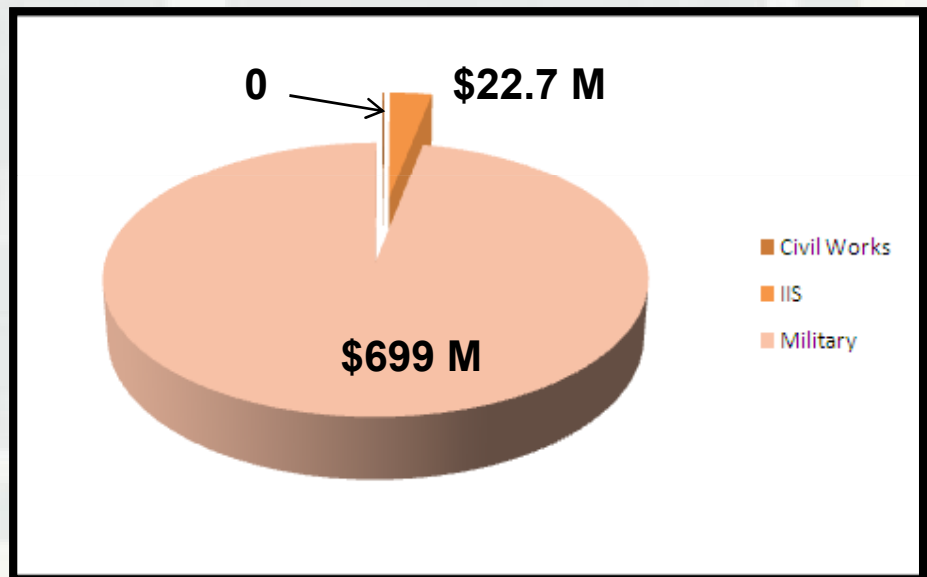
- Everett
- Fort Lewis
- Fairchild AFB
- Yakima
- Vancouver
- Moffet
- Fort Hunter Liggett
- Bell
- Kirtland
- Amarillo
- Vance AFB
- NW Arkansas
- Jonesboro
- Fort Sill
- McAlester
- North Little Rock
- Hot Springs
- Pine Bluff
- Arkadelphia
- Red River
- El Dorado
- Grand Prairie
- Seagoville
- Tyler
- Shreveport
- Lufkin
- Round Rock
- San Marcos
- East Houston
- Sam Houston
- Kingsville
- Brownsville
- Fort Custer
- Lake County
- Kirksville
- Columbus
- Fort Knott
- Fort Campbell
- Chattanooga
- Tuscaloosa
- Fort Benning
- Fort AP Hill
- Detrick
- Newark
- Lakehurst
- Camden
- Fort Totten
- Fort Hamilton
- Newport
- Middletown
- Westover
- Pease
- White River Junction
- Rutland
- Niagara Falls
- Newburgh
- Scranton
- Allentown
- Willow Grove
- Bristol

# FY11 Planned Contract Awards Louisville District

Number of Planned Contracts



Dollar Amount in Planned Contracts



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# FY11 Construction Contracting Opportunities

- We anticipate executing over \$781M in new contracts in FY11 through large and small business.
- Some of the planned contracts are:
  - ▶ Wright-Patterson AFB Hospital Renovations
  - ▶ Brigade Complex Construction at Fort Campbell
  - ▶ Newtown CT BRAC Armed Forces Reserve Center at Newtown Armory
  - ▶ SOF Battalion Operations Command at Fort Campbell



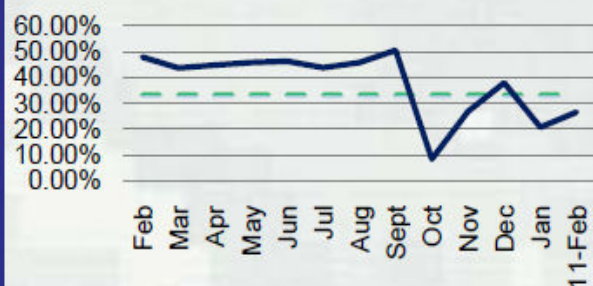
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# Small Business Program Thru 28 Feb 2011

## Small Business



— Small Business Target: 33%

— Small Business Actual for Feb 2011: 30.2%

## Small Disadvantaged



— SDB Target: 5%

— SDB Actual for Feb 2011: 6.03%

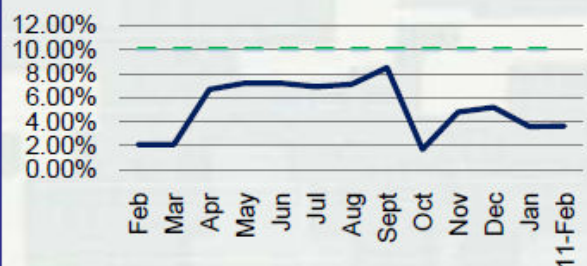
## Women-Owned



— Women-Owned Target: 6.0%

— Women-Owned Actual for Feb 2011: 5.38%

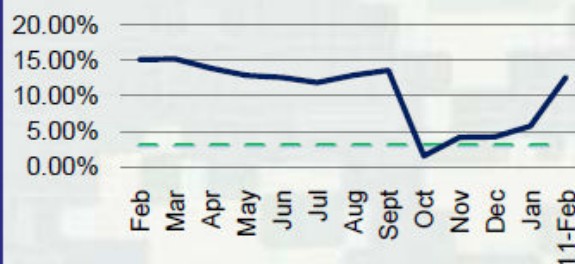
## HubZone



— HubZone Target: 10%

— HubZone Actual for Feb 2011: 4.33%

## Svc Disabled Vet



— Svc Disabled Vet Target: 3%

— Svc Disabled Vet Actual for Feb 2011: 14.17%

## MAR 2011 NOTES

- 92M Total Military
- 91M Total Civil
- 28.8K Total Environmental
- 183.2M Total District Business
- 55.3M Total SB thru Feb 2011

Monthly % is cumulative to date

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# New Safety Initiative

- Safety Evaluation Factors
  - ▶ Contract Types:
    - LPTA (eliminator)
    - Best Value/Trade Off (discriminator)
  - ▶ Factors:
    - Safety Performance and Record
      - ▷ EMR supporting paperwork
    - Safety Initiatives and Certifications
      - ▷ Narrative on safety programs, certifications, awards, etc.
      - ▷ Not a copy of the safety plan
  - ▶ Impacts to Small & New Businesses
  - ▶ Pay close attention to submission and evaluation criteria



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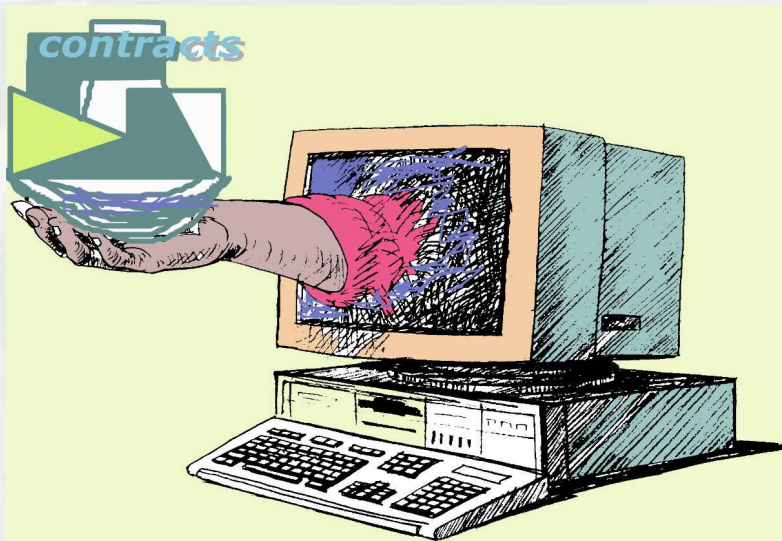
# Contracts



[www.fedbizopps.gov](http://www.fedbizopps.gov)

[www.lrl.usace.army.mil](http://www.lrl.usace.army.mil)

[Search on W912QR%](#)



## Points of Contact

Civil Works:

Sharon Bond (Acting) (502.315.7460)

Military Contracts:

Darrell Nation (502.315.6800)

Mark Yates

Chief of Contracting  
(502.315.6172)

Jacque Gee

Deputy For Small Business  
(502.315.6111)



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Home

Getting Started

General Info

Opportunities

Agencies



Search more than **24,200\*** active federal opportunities.

Posted Date:  Set-Aside Code:   
Place of Performance:  Type:   
Keyword / Solicitation #:  Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).

\* Notices posted within the last 90 days.

## Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)



## RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

### FBO RECOVERY REPORTS

- ▶ [Click here for Opportunities](#)
- ▶ [Click here for Awards](#)

Click [here](#) to learn more.

### SMALL BUSINESS EVENTS

FBO now contains the Small Business Central Event Listing. [Learn more](#) or [search now](#).

### USER GUIDES

- ▶ [Buyer](#)
- ▶ [Vendor](#)
- ▶ [Engineer](#)
- ▶ [Location / Agency Admin](#)



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## My FBO



### Quicklinks

 [View Watched List](#)


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 [Find Opportunities](#)

 [Search and Create Saved Searches](#)

 [Edit My Profile](#)


 [Change Username/Password](#)

 [Browse By Agency](#)



### Quick Search


Posted Date:



Set-Aside Code:



Place of Performance:



Type:



Keyword / Solicitation #:



### Video Demonstrations NEW

The [Adobe Flash plugin](#) is required.

-  [Finding Recovery Act-Funded Opportunities: An Overview of FBO.gov and Grants.gov](#)
-  [General Overview & Searching for Opportunities](#)
-  [How to Register, Login and use Forgot Password](#)
-  [Advanced Functionality: Search Agents, Watchlists and Export Controlled Documents](#)



### Announcements

#### Changes to March 2011 Release

The FBO Version 4.7 implementation planned for March 14, 2011 will be delayed until April 1, 2011 pending final approval of Federal Acquisition Regulation policy impacting the release. In the interim, the test period is being extended through March 21, 2011. Complete information is now available under the "General Info" tab on [www.fbo.gov](http://www.fbo.gov).

#### Upcoming Changes - March 2011 Release v4.7

The Release Notes and Testing Dates for the following changes are:

Release Notes/Interface documents posted to test site by Jan 18th which can be found here:

[https://fbo-test.symplcity.com/downloads/fbo\\_web\\_services\\_technical\\_documentation.pdf](https://fbo-test.symplcity.com/downloads/fbo_web_services_technical_documentation.pdf)

Testing Dates Feb 17-24



My FBO

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Agencies

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## Opportunities

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Opportunities List

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[Archives](#)

**Search Tip:** Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

Keyword / Solicitation #:  [TIPS](#) Posted Date:

[Search by Agency, Set-aside, State, and Type](#) [Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 39

Sort By  Showing  per page 1 | 2 »

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
<a href="#">Y--Design/Bid/Build for the Hospital Renovation at Wright Patterson Air Force Base, OH.</a> W912QR-11-WPAFB-HOSPITALRENOVATION Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, Louisville	Sources Sought	Mar 21, 2011
<a href="#">43--Provide two 4" Sebmersible Pumps to the Louisville Repair Station, 2605 Shippingport Drive, Louisville, KY 40212.</a> W912QR-11-T-0023 43 -- Pumps & compressors	Department of the Army U.S. Army Corps of Engineers USACE District, Louisville	Presolicitation (Modified) / Total Small Business	Mar 18, 2011
<a href="#">Y--Replacement of the Heating, Ventilating, and Air Conditioning (HVAC) System, Lighting, Ceiling, Roof and Fire Alarm Modifications at Fort Campbell High School (FTCHS), Ft. Campbell, KY.</a> W912QR-11-R-0025 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, Louisville	Presolicitation (Modified) / HUBZone	Mar 18, 2011
<a href="#">Y--Design/Build of an Army Reserve Center at Fort Wadsworth, New York.</a> W912QR-11-FTWADSWORTH-ARC Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, Louisville	Sources Sought	Mar 17, 2011



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# LRL Contracting Website

Louisville District  
Commander's Bio  
District Fast Facts  
District Information  
Emergency Operations  
FAQs  
Lake/River Reports  
Navigation  
Offices/Functions  
Outreach  
Projects of Interest  
Recreation  
Regulatory & Permitting  
Site Hints  
Social Media  
Special Events Archive  
**Contact Us**  
Executive Office  
Falls City Engineer

Home


Links to the Louisville District Organizational Chart and to Office Websites

Construction Division  
Contracting Division  
CPAC (Civilian Personnel Advisory Center)  
Engineering Division  
Equal Employment Opportunity Office  
Operations Division  
Organization Chart  
Planning, Programs, and Project Management Division  
Public Affairs Office  
Small Business Office



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# LRL Contracting Website


**Contracting Division**  
**US Army Corps of Engineers**  
Louisville District

HOME | WHO WE ARE | MISSIONS | HISTORY | RELATED LINKS

HOW DO I...

- » Contact Us?
- » Submit Feedback
- » Find a Recreation Lake?
- » Obtain a Permit?
- » Find Design Guides?
- » Employ with the Corps?
- » Contract with the Corps?
- » Find a Local Corps Office?
- » Find Corps Publications?
- » Find a Corps Map?
- » Topics A to Z
- » Site Index

Louisville District  
Commander's Bio  
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Falls City Engineer  
  
Home

**Contracting Division**  


"The difficult we do at once. The impossible takes a little longer."


Presolicitation Notices are not sent out for any construction contracts synopsisized electronically through the online FedBizOpps.gov and/or District web pages posted on the internet. See [EFARS 36.213-2.Presolicitation Notices](#)


Solicitations and contract award actions over \$25,000 not posted via EDI on FACIET are advertised at [FedBizOpps.gov](#), which replaces CBDNet - the electronic version of the Commerce Business Daily.

[Army Single Face to Industry \(ASFI\) Acquisition Business Web Site](#)  
[Central Contractor Registration Program](#)  
[EFARS 36.213-2, Presolicitation Notices](#)  
[FedBizOpps.gov](#)  
[Great Lakes and Ohio River Division Contract Status Report](#)

Contracting Division  
Have A Question?

 Interactive Customer Evaluation



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# LRL Events



Kentuckiana SAME Open House: January 2012

LRL Open House: January 2012



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Newtown CT BRAC Armed Force Reserve Center	Newton Armory	Mar – Apr 11	25 - 100M
GTA Bridgeport CT Army Reserve Center	Bridgeport USARC	TBD	10 - 25M
Brigade Complex	Fort Campbell	14-Oct-10	25 - 100M
Replace Public Safety Facility	Defense Supply Center	18-Oct-10	5 - 10M
Concord, CA (Fairfield) Army Reserve Center	Concord, CA	19-Oct-10	25 - 100M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Devens AUTOMATED RECORD FIRE (AR)	Devens Reserve Force	20-Oct-10	1 - 5M
Pease NH BRAC Armed Forces Reserve Center	Pease, NH	21-Oct-10	5 - 10M
Company Operations Facilities	Fort Campbell	21-Oct-10	25 - 100M
Hand Grenade Familiarization Range	Fort Hunter Liggett	22-Oct-10	1 - 5M
Grenade Launcher Range	Fort Hunter Liggett	22-Oct-10	1 - 5M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Light Demolition Range	Fort Hunter Liggett	22-Oct-10	1 - 5M
NCO Academy Phase II	Fort McCoy	27-Oct-10	5 - 10M
Rappelling Training Area	Fort Campbell	1-Nov-10	5 - 10M
SOF Battalion Operations Command	Fort Campbell	2-Nov-10	25 - 100M
Annual Training/Mobilization Barracks	Fort McCoy	3-Nov-10	5 - 10M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
GTA Rochester Army Reserve Center	JAMES W WADSWORTH US	5-Nov-10	10 - 25M
Auto Sniper Field Fire Range	Fort Campbell	10-Nov-10	1 - 5M
Access Corridor Improvements	Fort Knox	10-Nov-10	5 - 10M
Ft. Hill, VA Army Reserve Center	Ft. Hill, VA	17-Nov-10	10 - 25M
Urban Assault Course	Fort Campbell	22-Nov-10	1 - 5M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Belton, MO - Army Reserve Center	Independence, MO	29-Nov-10	10 - 25M
Military Operations & Urban Terrain, Collective Training Facility	Fort Knox	22-Feb-11	10 - 25M
GTA San Marcos, TX Army Reserve	San Marcos Memorial	1-25-11	5 - 10M
GTA Las Cruces, NM Army Reserve	La Cruces, NM	TBD	10 - 25M
GTA Quincy, IL Army Reserve Cent	Quincy, IL	TBD	10 - 25M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
GTA Binghamton, NY (Utica) Army	Binghamton, NY (Utica)	TBD	10 - 25M
Patrick AFB, FL Weapons Maintenance	Patrick Air Force Base	TBD	1 - 5M
Ft. Gordon RTS-MED Training Class	Austin USARC	26-Jan-11	1 - 5M
GTA Denton TX Army Reserve Cente	Denton, TX	Mar-Apr 11	10 - 25M
GTA Rio Grande City, TX Army Res	Rio Grand, TX	25-Feb-11	5 - 10M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
GTA Macon, GA Army Reserve Center	Macon, GA	Mar-11	10 - 25M
GTA Cape Coral, FL (Ft. Meyers)	Cape Coral, FL / Ft.	Mar-Apr-11	10 - 25M
ECS Warehouse	Fort Hunter Liggett	Dec 10	10 - 25M
ECS Tac Equip Maint Fac	Fort Hunter Liggett	Dec-10	10 - 25M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Tallahassee, FL Army Reserve Center	Tallahassee, FL	24-Mar-11	10 - 25M
GTA Roanoke, VA Army Reserve Center	Roanoke, VA	8-Apr-11	10 - 25M
GTA Uniontown Pa Army Reserve Center	UNIONTOWN USARC/AMSA	15-Apr-11	10 - 25M
GTA Michigan City, IN Army Reserve	Michigan City, IN	21-Apr-11	10 - 25M
GTA Cagus PR Army Reserve Center	JUAN PONCE DE LEON A	17-May-11	10 - 25M



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# Upcoming Military FY11 Contracts

Project Name	Installation	Advertise	\$ Range
Wright-Patterson AFB Hospital Renovation	Wright Patterson Air Force Base	23-May-11	100 - 250M
GTA Orlando Army Reserve Center	Orlando, FL	2-Jun-11	10 - 25M
Millington, TN TEMF/AMSA		21-Jul-11	10 - 25M
GTA Ft. Story, VA Army Reserve Center	Fort Story, NY	3-Aug-11	10 - 25M



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# IIS FY11 Contracts

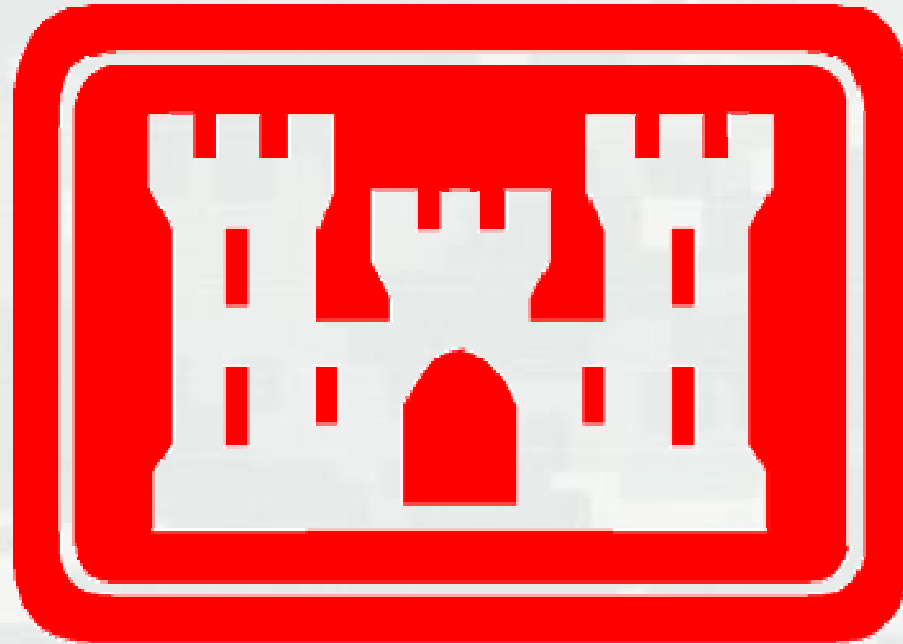
Project Name	Advertise	\$ Range
VA 2 Story Building Addition for Imaging Center, Cincinnati, OH	10/28/2010	5 – 10M
Forest Products Install centralized HVAC in Building 1, Madison, WI	11/2010	5 – 10M
VA Construct Parking Garage-RLR VAMC, Indianapolis, IN	01/6/2011	5 – 10M



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# Questions/Discussion



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[www.lrl.usace.army.mil](http://www.lrl.usace.army.mil)



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